



INVESTOR PRESENTATION

DROPSUITE LIMITED | ASX:DSE

SEPTEMBER 2018

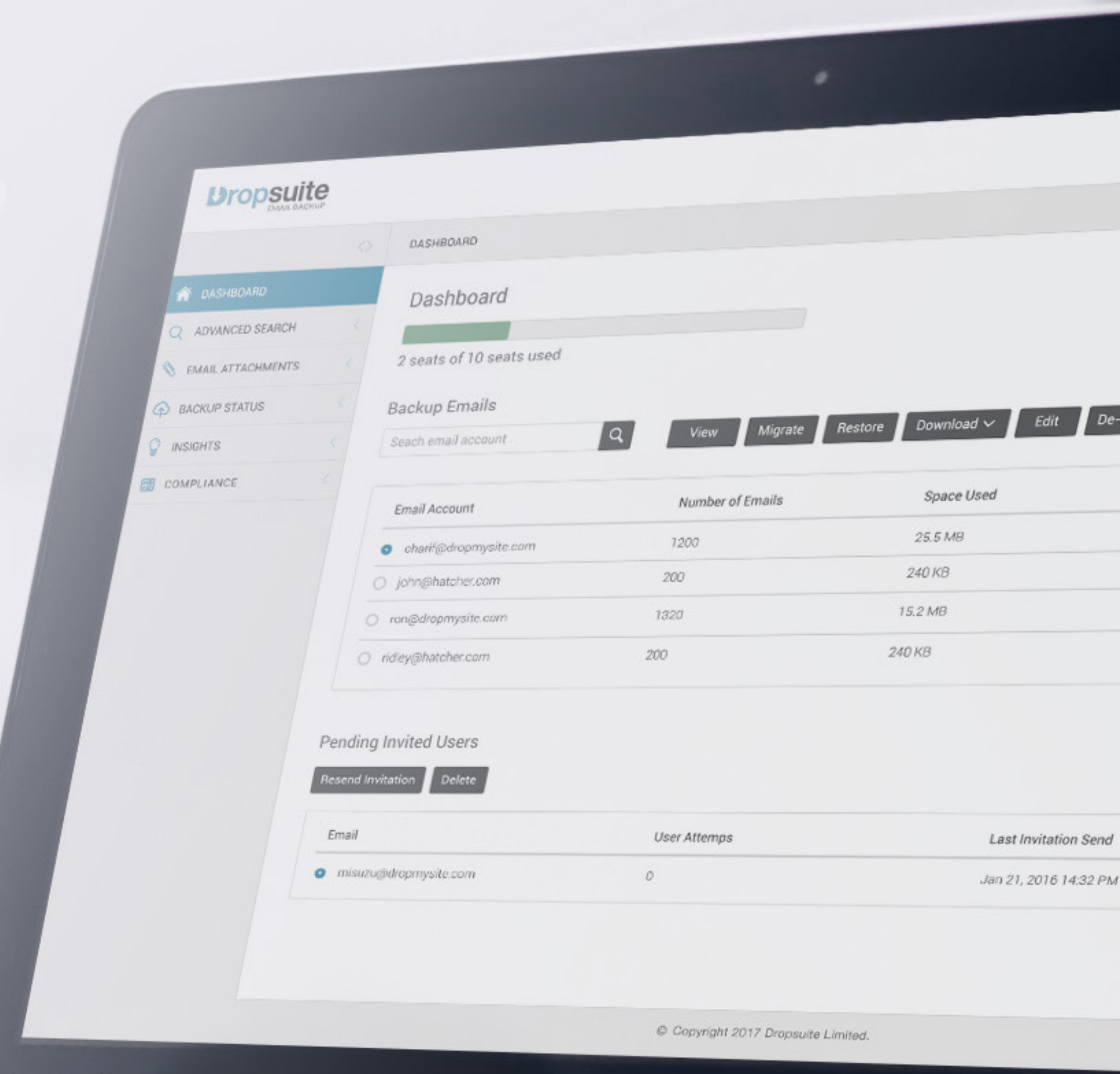


WE SAFEGUARD BUSINESS INFORMATION

We are a Partner-Centric company building secure, scalable and highly useable cloud backup technologies for SMEs

AGENDA

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Best of Breed Cloud
SaaS Backup Platform
For SMEs



Serving A Growing
And Large Addressable
Market

Significant Upside To User
Growth With Existing & New
Partnerships & Products



 **DropSuite**
ASX:DSE







Minimal Incremental
Cost To Acquire
New Users

Highly Scalable Business/
Distribution Model With
Recurring Revenue Streams



Experienced
Leadership Team

THE CHALLENGE

-  71% of data breaches occur in businesses with <100 staff
-  Global ransomware costs predicted to exceed \$5 billion in '17
-  91% of sophisticated cyber-attacks start through email
-  62% of breaches and data loss caused by human error

THE OPPORTUNITY

-  ~1 Billion Business Emails Worldwide
-  \$6B SME Disaster Recovery in 2019
-  Information Archiving Market \$7.1B IN 2020
-  \$98B Size of SME Cloud business

THE SOLUTION

Dropsuite delivers cost effective back up and recovery solutions that are both feature-rich and complexity free to small and medium businesses.

~750,000

HIGHLIGHTS

- ~750,000 Paid Users as of August 31st, up from 189K same period last year driven by massive growth in email backup.
- Healthy Cash Position to organically scale and grow the company, \$4.03M (June 2018)
- Q2'18 EBITDA loss almost halved to -\$308K (18% of Revenue vs 76% last year)
- Solid Traction in new partner sign-ups and sales funnel build up
- Best-in-Class Gross Margins of 78% in August steady year on year (with upward trajectory from September onwards)

GROWTH METRICS

AUGUST 2018

PAID USERS

~750,000

297% YOY

ANNUALIZED REVENUE

\$8.2M

203% YOY

MONTHLY REVENUE / USER*

\$0.92

DOWN 23.6% YOY

*Going forward, expected to stabilize

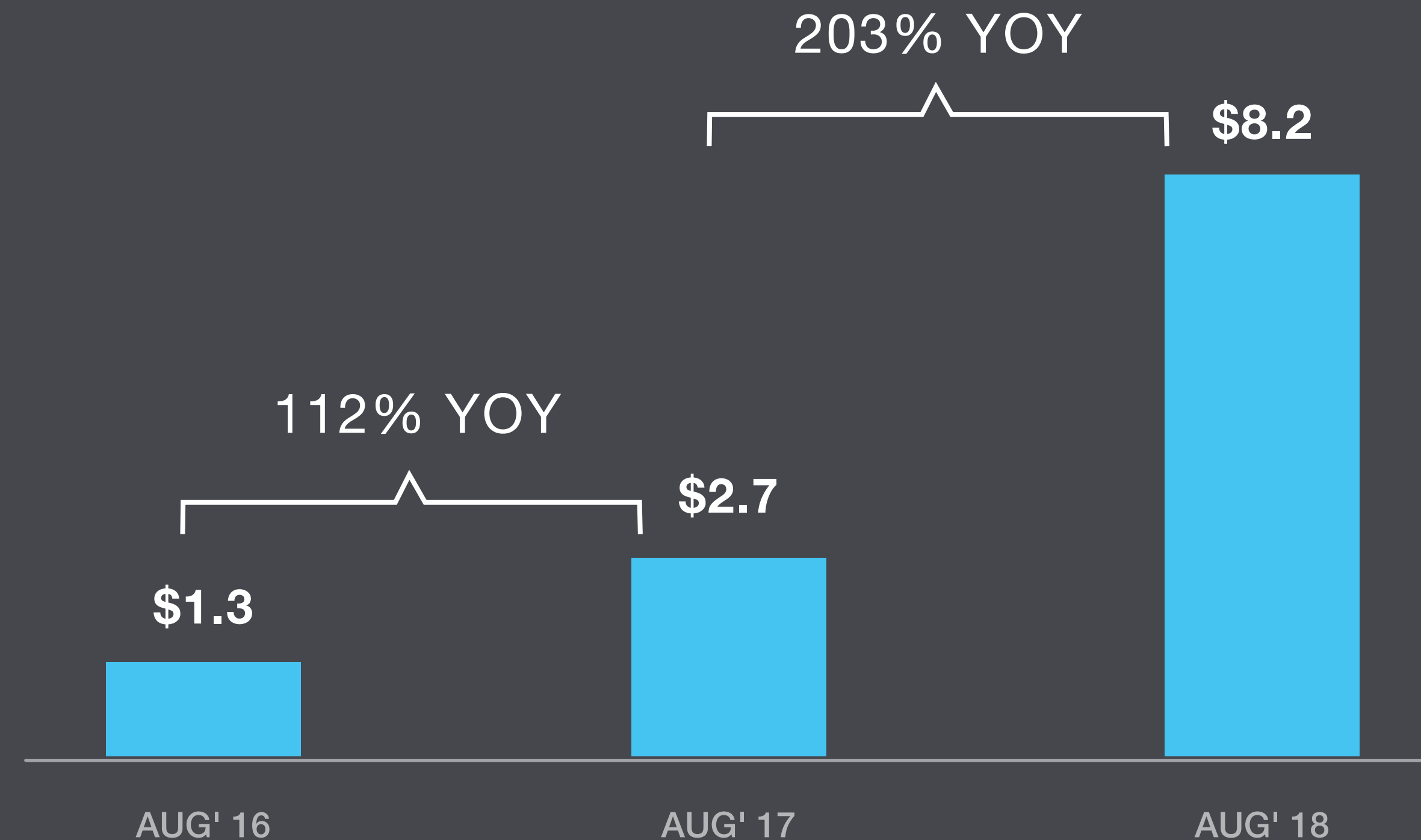
PARTNERS

145

UP 110% YOY

ANNUALIZED REVENUE RUN RATE - \$M (ARR)

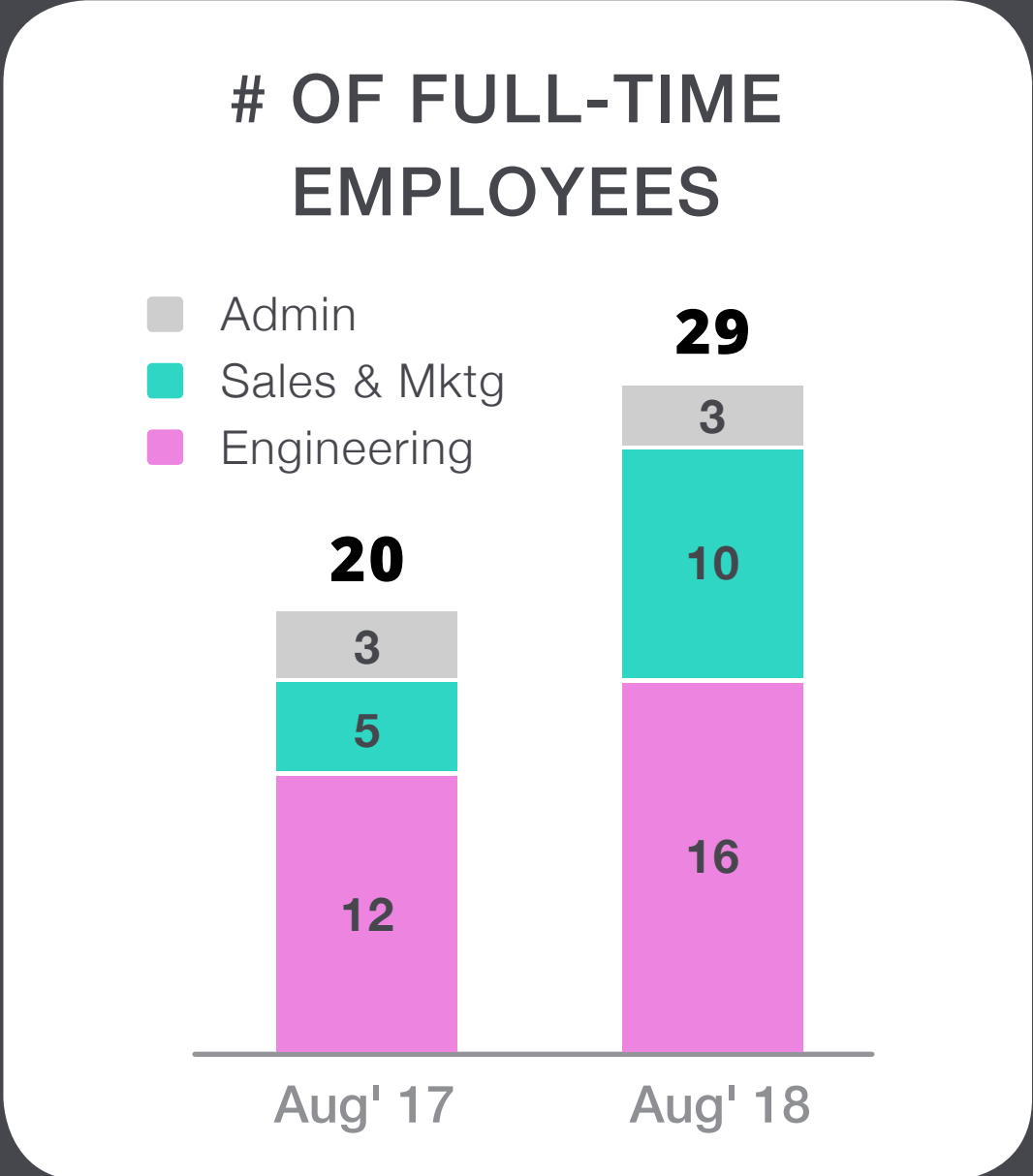
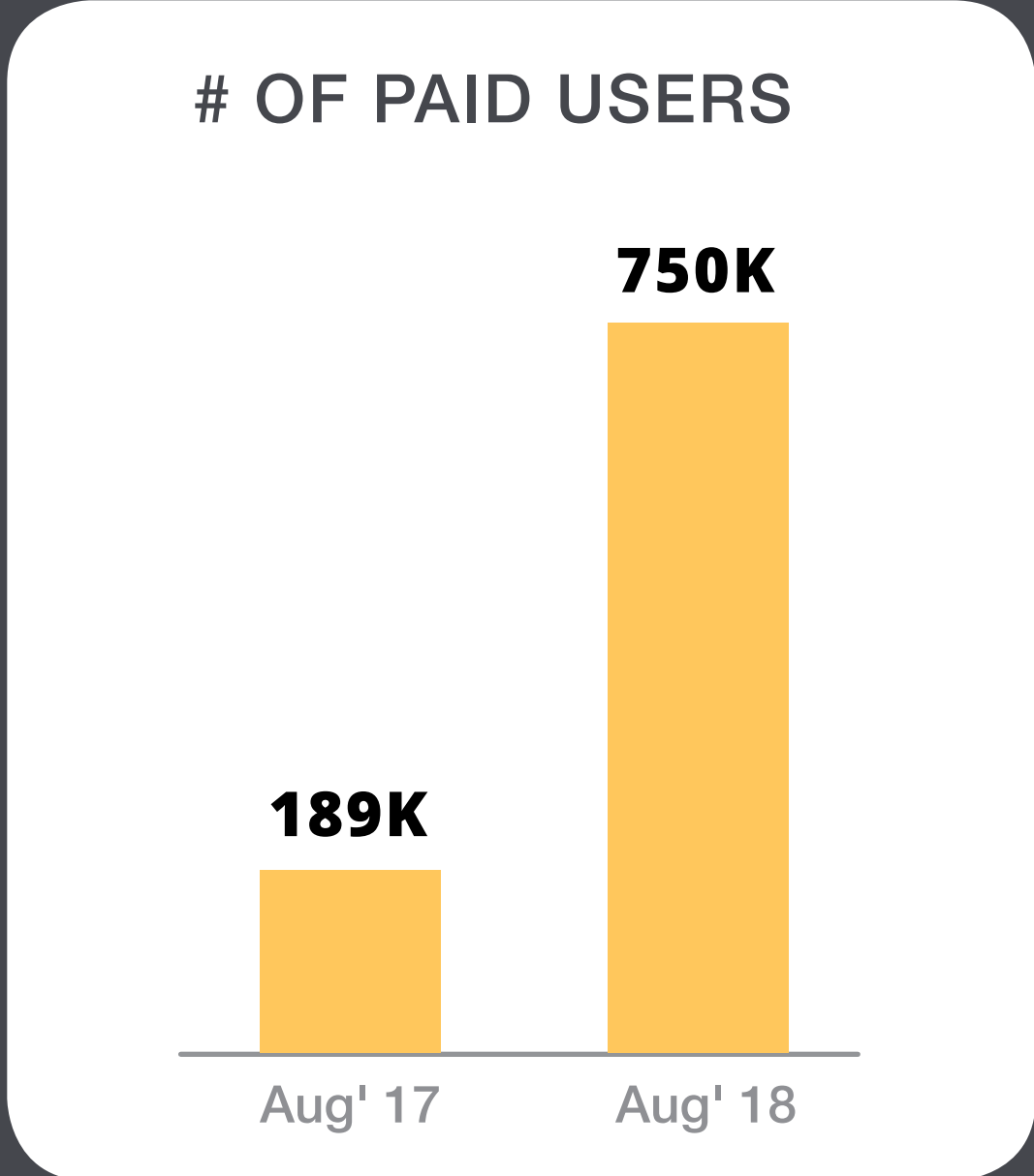
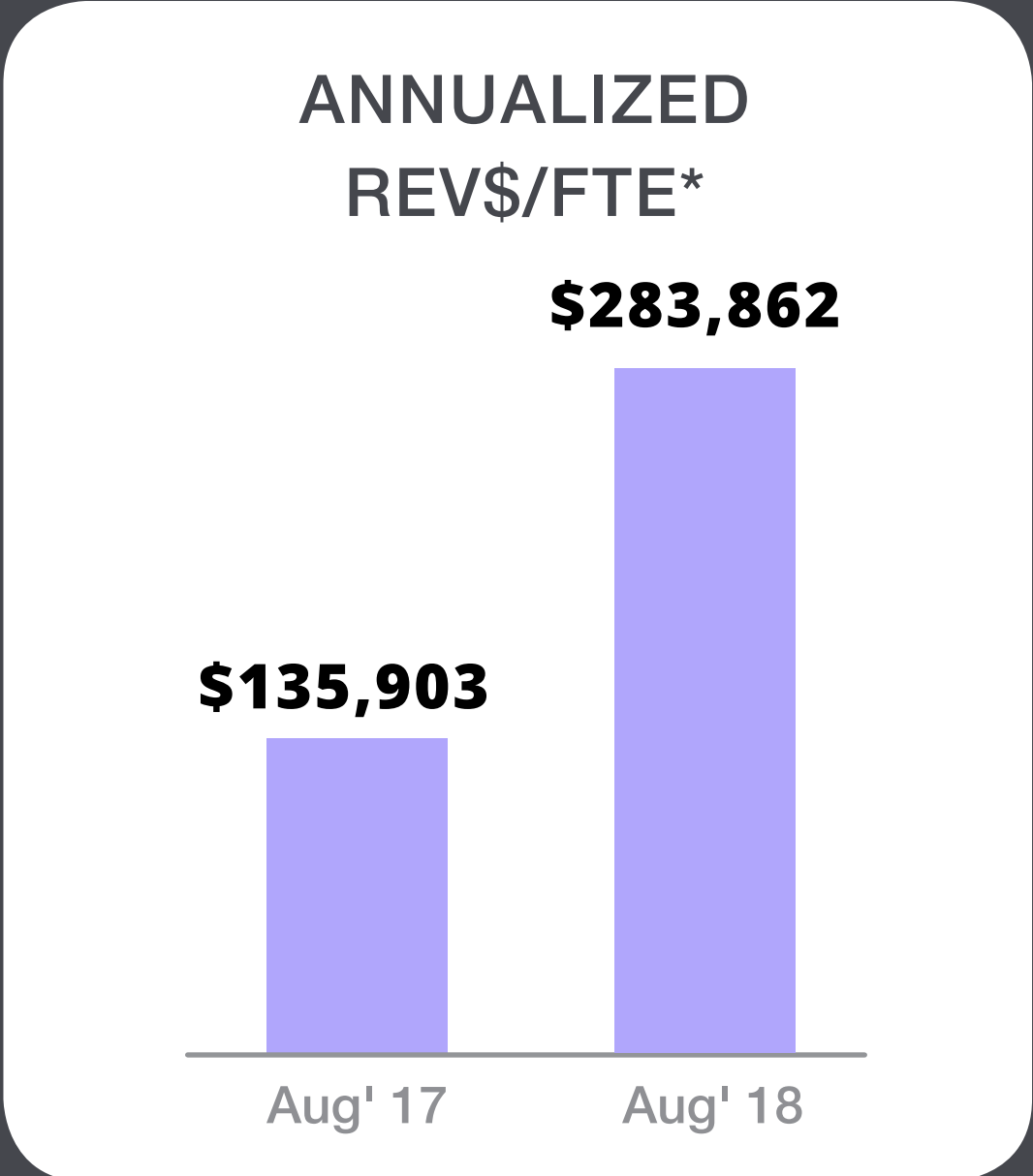
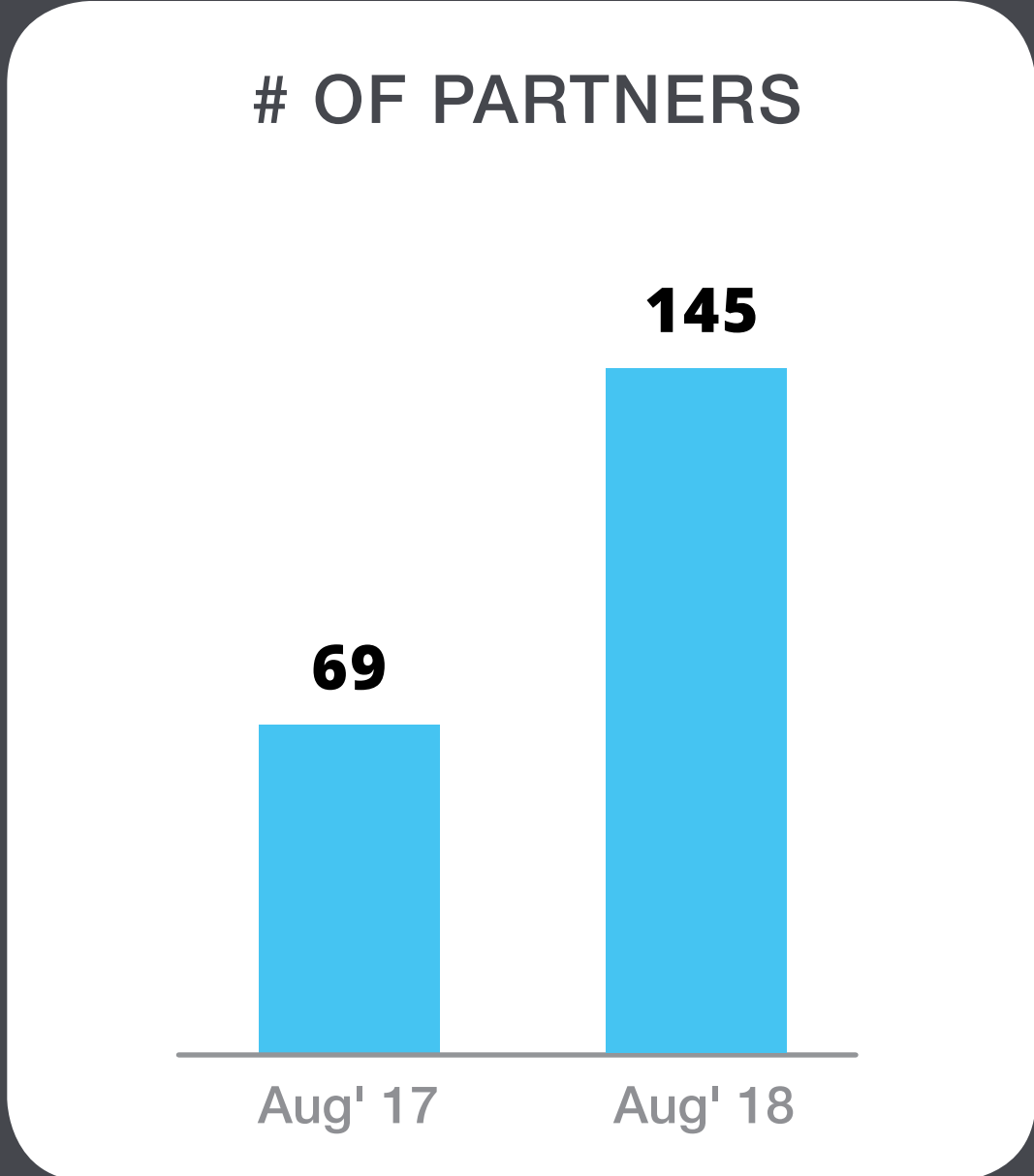
August 2018



ARR will be Dropsuite's key top-line metric, as we expand/diversify commercial and deployment options

BUSINESS TRACTION

- User growth mostly driven by a partner secured in April'18
- Churn below expectations but may increase in the foreseeable future
- Partnership expansion to diversify and re-risk the revenue base
- Selective/Strategic investment in people, resources and marketing programs



*Full-time Employee

THE DROPSUITE ADVANTAGE

**Highly Useable
Feature-Rich
User Experience**



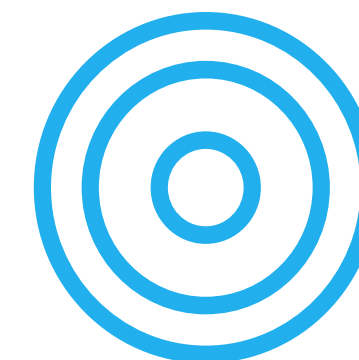
**Seamless Partner
Integration: Integrates
with 10 Leading IT
Reseller Platforms**



**Cloud Native, Global
Roll-Out: 9 Data
Centers, 8 Countries**



**Scalable Architecture:
>2 Billion Objects
(emails/files) Backed
up Every Day**



GROWTH STRATEGY



Grow Reseller Partnerships Globally With Special Emphasis On Large IT Service Providers



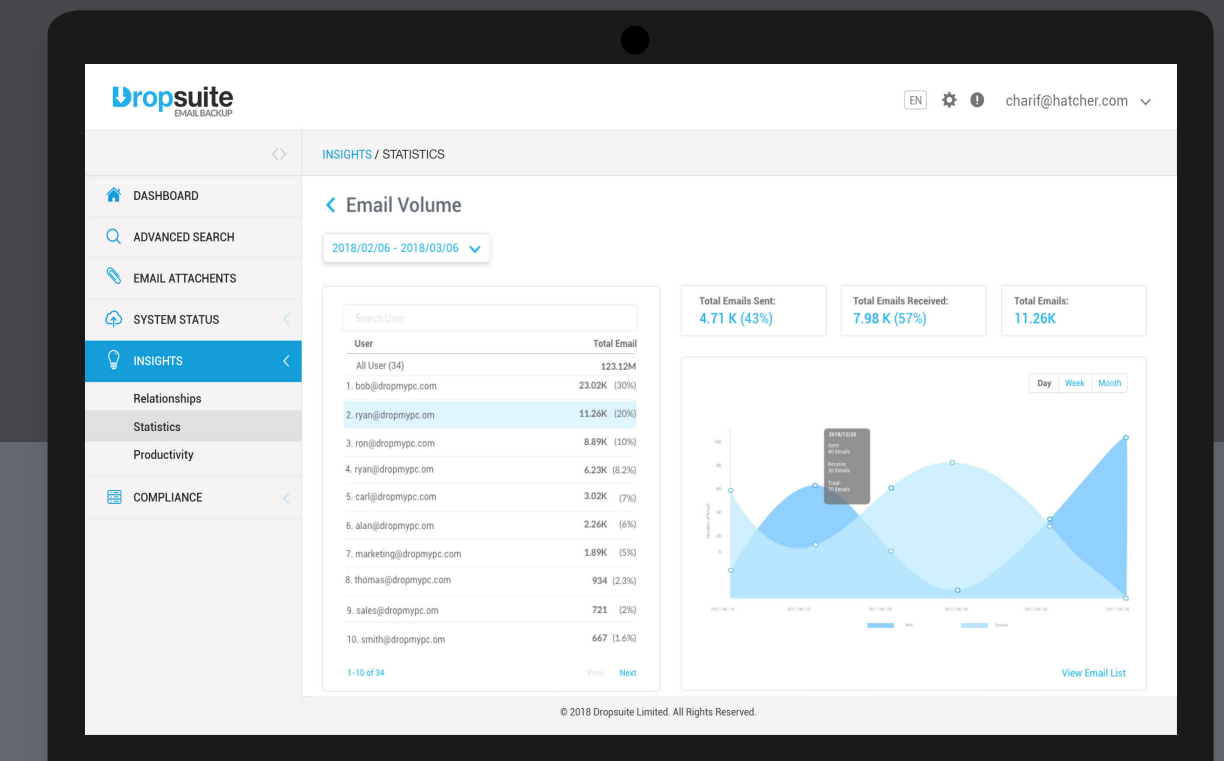
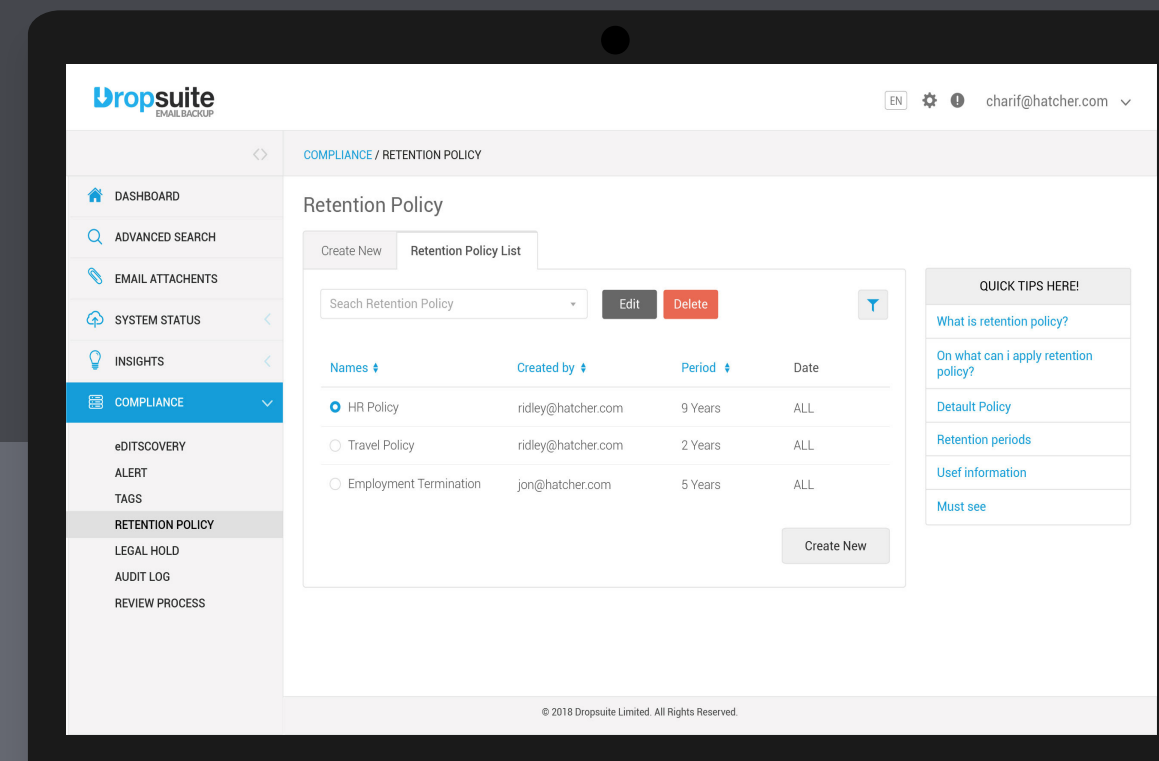
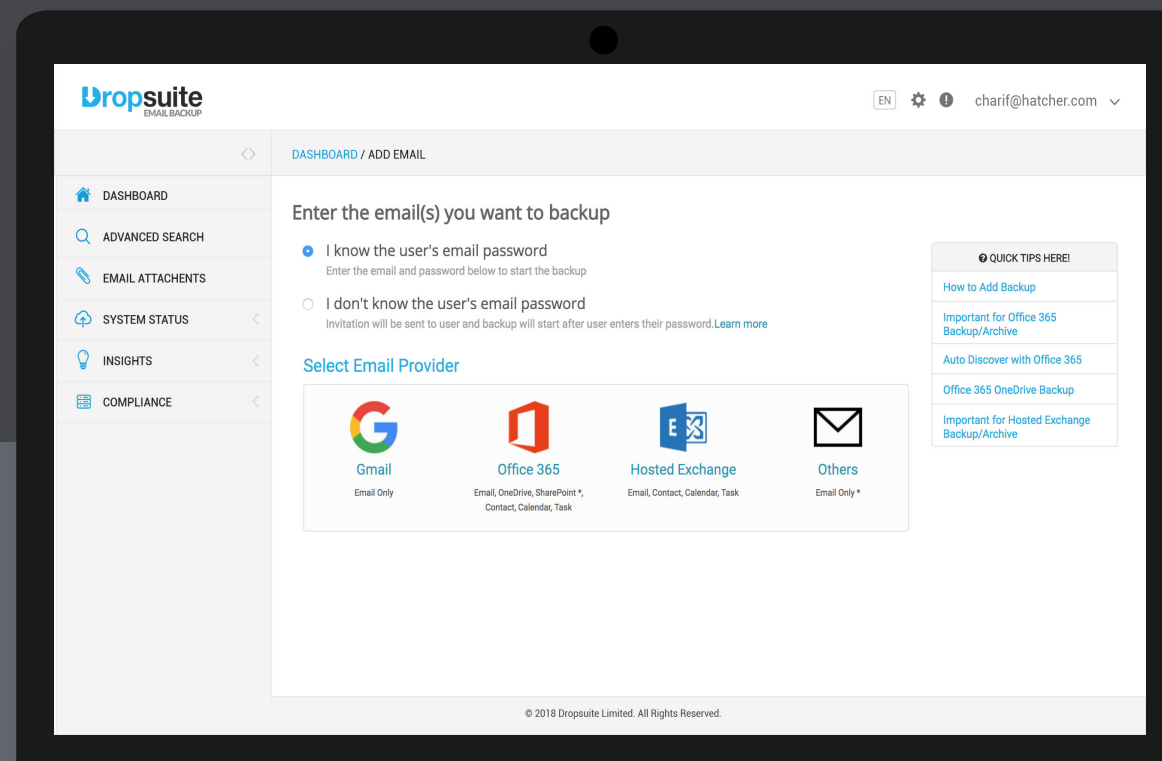
Diversify and Boost Revenue/User From Business Email And Microsoft Office 365 Backup and Archiving



Increase Sales Through Existing Partners



Continuous Product Innovation Around Data Protection, Analytics And Compliance



KEY GROWTH DRIVERS FOR DROPSUITE

Partners' Perspective



User Experience

Protect user data and honor service level agreement on data availability is a key service tenet



Revenue/Margin Additive

Increased competition, commoditization and lower margins from principal suppliers (e.g. Microsoft)



Regulatory Pressure

Especially GDPR, where Confidentiality, Integrity and Availability of data is integral to compliance



Cybersecurity risks

Growth in cybersecurity incidents, especially in the recent years, such as phishing and ransomware.



Partner Experience

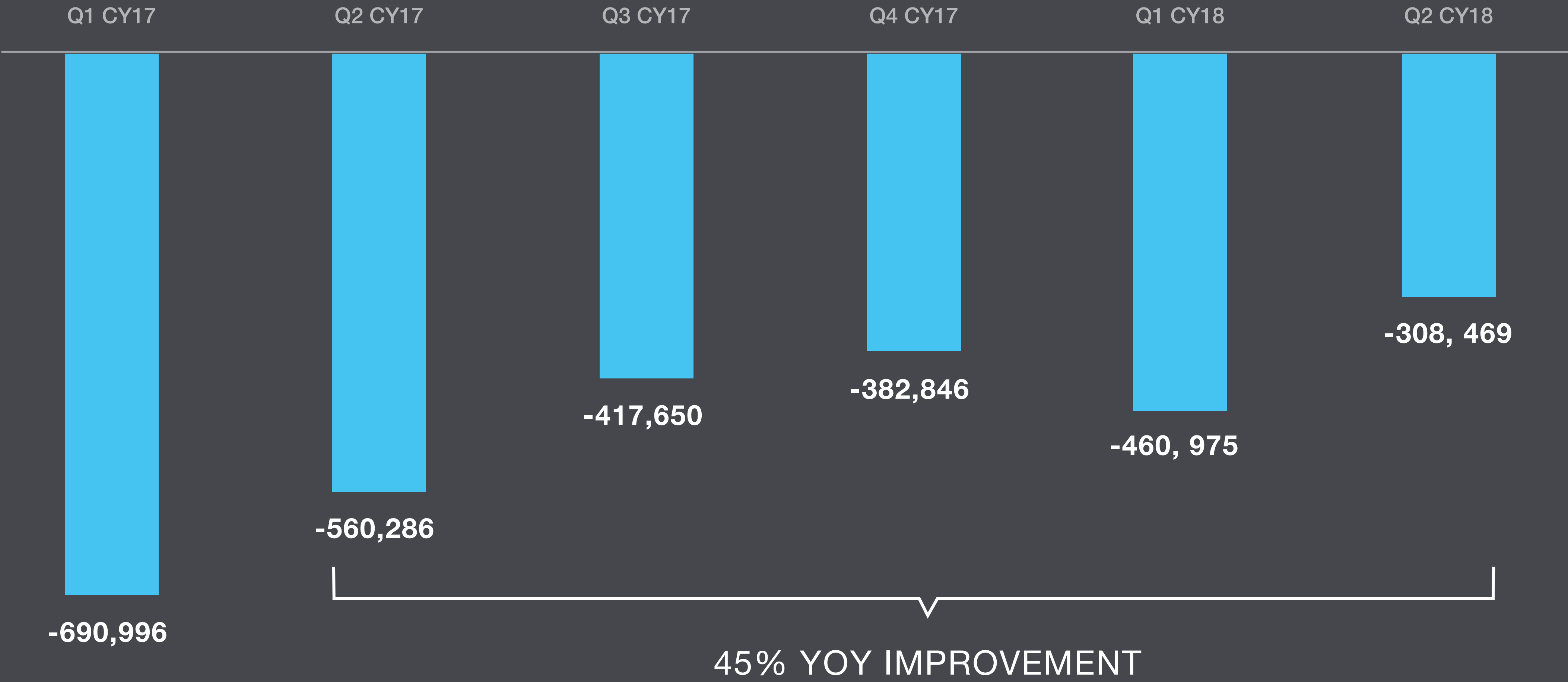
Secure, scalable, integrated, multi-lingual highly useable backup platform to the partners client-base

FINANCIAL UPDATE

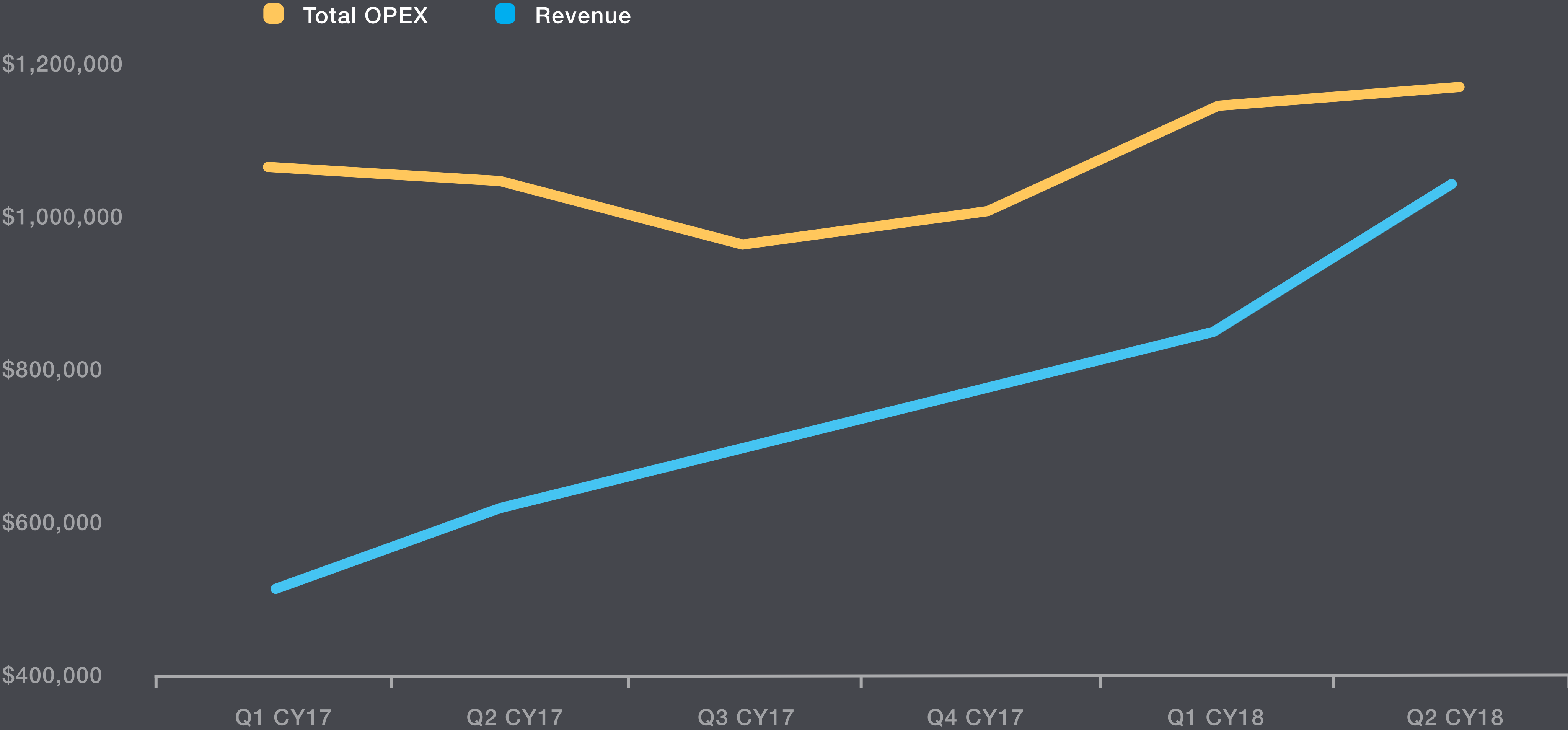
PROFIT & LOSS: HALF YEAR RESULTS

	30 JUNE 2018	30 JUNE 2017	YOY (%)
REVENUE	1,913,476	1,124,868	70%
COGS	(385,814)	(250,709)	54%
GROSS MARGIN	1,527,662	874,159	75%
GM%	80%	78%	3%
EXPENSES	(2,262,349)	(1,984,475)	14%
EBITDA LOSS	(769,806)	(1,110,316)	-31%
<i>as a % of Revenue</i>	-41%	-99%	

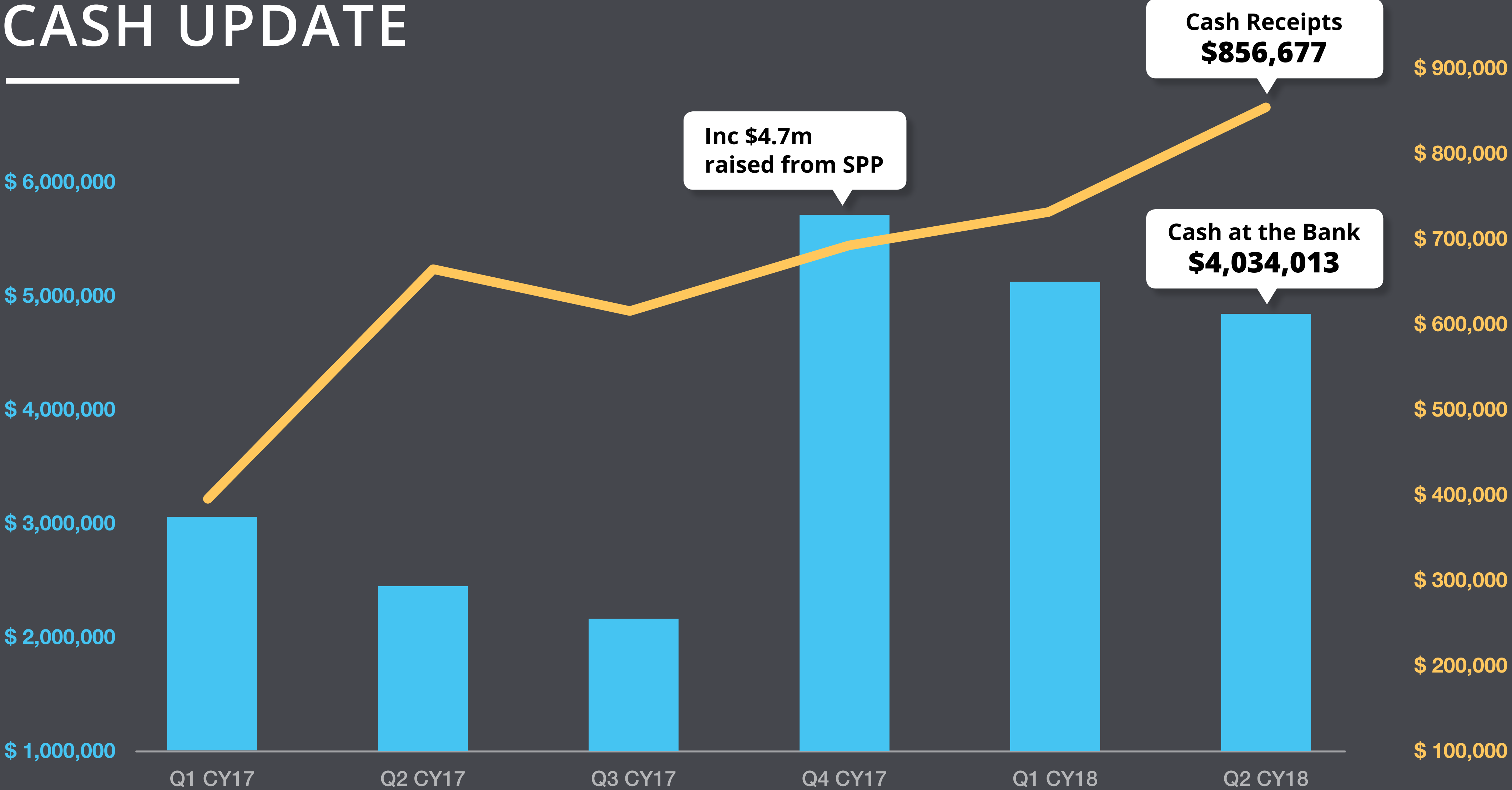
EBITDA TREND



REVENUE VS OPEX TREND



CASH UPDATE



*Normalized cash receipts

CAPITALIZATION TABLE

August 2018

SHARE TABLE	AMOUNT
Current Shares on Market	227,0554,55
Shares Escrowed Until December 2018	253,1917,47
Current Total Shares	480,247,202
Performance Shares - Revenue Hurdles	15,683,334
Performance Shares - Revenue Hurdles	17,183,334
Options @\$0.11 Expiring Dec 2018	20,000,000
Potential Total Shares	533,113,870

EXPERIENCED AND COMMITTED LEADERSHIP TEAM



CHARIF ELANSARI
Managing Director

- Founding member of Google Asia Pacific
- Previously held senior positions at Google and Dell in Asia Pacific and North America



THEO HNARAKIS
Non-Executive Chairman

- Previously, MD of ASX 300 Melbourne IT, News Corporation & PMP Communications Group
- Non-Executive Director at FarmGate MSU and Chairman at Crowd Mobile



BRUCE TONKIN
Non-Executive Director

- Leading the .au Registry Transformation project at .au Domain Administration Ltd
- Previously, CTO and CSO of Melbourne IT (ASX 300)



RIDLEY RUTH
Chief Operating Officer

- 20 years experience in selling security software to service providers
- Previously VP of Sales at CloudFlare



RON HART
Chief Technology Officer

- Early pioneer of cloud-based platforms
- Lead technology developer at US- based myTriggers.com and inContact (NASDAQ: SAAS)



BILL KYRIACOU
Head of Finance

- 15 years of finance experience in listed technology and media companies
- Previously Computershare and Crowd Mobile Limited.

IN SUMMARY



STRONG GROWTH TRAJECTORY



FAVOURABLE MARKET/GROWTH DRIVERS



GLOBAL USER AND PARTNER BASE



BUILT-OUT SCALABLE TECHNOLOGY



SERVES LARGE UNDERSERVED MARKET



EXPERIENCED LEADERSHIP TEAM



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